

John McMonigle

COMPANY: McMonigle Group
COMPANY'S SPECIALTY: Luxury residential sales
REAL ESTATE PHILOSOPHY: "In a successful organization, no detail is too small to escape close attention."—Lou Holtz, legendary college football coach
HIGHEST SALE: \$32 million
YEARS IN THE BUSINESS: 17
FAVORITE CAREER MOMENT: Hearing my 11-year-old son say he might want to be a "realestator"

Jeffrey Hyland

COMPANY: Hilton & Hyland
COMPANY'S SPECIALTY: Luxury estates from Beverly Hills to Malibu
REAL ESTATE PHILOSOPHY: It's not location, location, location, it's timing, timing, timing.
HIGHEST SALE: \$35 million
YEARS IN THE BUSINESS: 25-plus
FAVORITE CAREER MOMENT: Sale of a 122-acre estate in Beverly Hills to Paul Allen, cofounder of Microsoft and owner of the Seattle Seahawks and Portland Trail Blazers

Stacy Gottula

COMPANY: Coldwell Banker Previews International
COMPANY'S SPECIALTY: High-end luxury homes and estates
REAL ESTATE PHILOSOPHY: If you refuse to accept anything but the best, you very often get it. Hard work, drive and being authentic seem to be the keys that open many doors.
HIGHEST SALE: \$18 million for the Hugh and Kimberley Hefner estate, a sister property to the Playboy Mansion
YEARS IN THE BUSINESS: 5-plus
FAVORITE CAREER MOMENTS: Listing Le Belvédère—one of the most expensive homes in the US—for \$72 million and selling the Hefner estate



Real Estate Royalty

By Michael Ventre
Photograph by Blake Little

THE LANDSCAPE is unforgiving, and the road to luxury living is treacherous. In the high-stakes jungle of pricey properties, a wide-eyed buyer can find himself easy prey for nefarious hucksters who live commission to commission on the mean streets of Los Angeles' posh enclaves.

But fear not. These are the best and the brightest of SoCal brokers, who for years have dedicated themselves to truth, justice and delivering awesome estates to eager clients. Their reputations are exceeded only by the size of their listings.

One woman. Five men. Lots of IN ESCROW signs.

Crosby Doe

COMPANY: Crosby Doe Associates
COMPANY'S SPECIALTY: Architecture and historic properties
REAL ESTATE PHILOSOPHY: Architecture is to general real estate as [famed Abstract Expressionist] Sam Francis lithographs are to gift wrap.
HIGHEST SALE: \$9 million
YEARS IN THE BUSINESS: 35
FAVORITE CAREER MOMENT: It was the simple joy of seeing the [Richard Neutra-designed] Barsha Residence restored from near-total destruction. Like the Kaufmann Desert House by Neutra, the house had been significantly degraded by alterations and additions that almost completely hid the quality and magic of the residence.

Chris Cortazzo

COMPANY: Coldwell Banker Previews International
COMPANY'S SPECIALTY: Malibu real estate sales
REAL ESTATE PHILOSOPHY: If you don't have integrity and a strong work ethic you shouldn't be in the business. It's the backbone of my success.
HIGHEST SALE: Representation of both buyer and seller of a Malibu bluff property listed for \$27.5 million
YEARS IN BUSINESS: 16
FAVORITE CAREER MOMENT: My first sale—it was a \$5 million property that I sold to a celebrity client. I realized then no matter what the price is, buying and selling a home is a difficult and trying time for everyone involved. I felt a tremendous sense of satisfaction when I handed over the keys. I knew then this was the career for me.

Russ Filice

COMPANY: The Filice Group at Sotheby's International Realty
COMPANY'S SPECIALTY: Luxury high-rise buildings
REAL ESTATE PHILOSOPHY: I believe to be successful in real estate, you must not only have an area of expertise, you must make every effort to be the very best at it. Follow your passion and make your brand synonymous with it. Control your niche, and you'll control your destiny.
HIGHEST SALE: \$32 million
YEARS IN THE BUSINESS: 27
FAVORITE CAREER MOMENT: Being asked to spearhead sales at the W Hollywood Residences

